

RECEIVED APR 15 2003

FISHER & PHILLIPS LLP
ATTORNEYS AT LAW

www.laborlawyers.com

34107 - 34129

Orlando
1250 Lincoln Plaza
300 South Orange Avenue
Orlando, FL 32801
(407) 541-0888 Tel
(407) 541-0887 Fax

Natalie J. Storch
Direct Dial (407) 541-0883
nstorch@laborlawyers.com

April 14, 2003

COPY

VIA OVERNIGHT MAIL

Robert A. Steinberg, Esq.
Waite, Schneider, Bayless,
& Chesley Co., L.P.A.
1513 Central Trust Tower
Cincinnati, OH 45202

Re: Barbara Loder Hildebrandt v. Hyatt Hotels
Corp., et al. Case No. C-1-02-003

Dear Bob:

Enclosed are documents relating to PRIDE Payout Scales for the National Sales Force, Bates stamped numbers 34107-34129.

We will forward additional documents to you in the coming days. Please note that the information enclosed with this correspondence has also been designated CONFIDENTIAL, in accordance with our confidentiality stipulation. Should you have any questions or concerns, please do not hesitate to contact me.

Very truly yours,



Natalie J. Storch
For FISHER & PHILLIPS LLP

NJS/dsp
Enclosures

PLAINTIFF'S
EXHIBIT

198

**NSF Group and Individual Travel
PRIDE Payout Scales**

Part I - NSF Group

% Achievement to Total Quota	% of Base Salary
Below 90%	0.00%
90%	1.50%
91%	2.10%
92%	2.70%
93%	3.30%
94%	3.90%
95%	4.50%
96%	5.10%
97%	5.70%
98%	6.30%
99%	6.90%
100%	7.50%
101%	8.00%
102%	8.50%
103%	9.00%
104%	9.50%
105%	10.00%
106%	10.50%
107%	11.00%
108%	11.50%
109%	12.00%
110%	12.50%
111%	13.00%
112%	13.50%
113%	14.00%
114%	14.50%
115%	15.00%
116%	15.50%
117%	16.00%
118%	16.50%
119%	17.00%
120%	17.50%
121%	18.00%
122%	18.50%
123%	19.00%
124%	19.50%
125%	20.00%
126%	20.50%
127%	21.00%
128%	21.50%
129%	22.00%
130%	22.50%
131%	23.00%
132%	23.50%
133%	24.00%
134%	24.50%
135%	25.00%
136%	25.50%
137%	26.00%

Part I - NSF Individual Travel

% Achievement to Forecast	% of Base Salary
Below 90%	0.00%
90%	1.50%
91%	3.10%
92%	4.70%
93%	6.30%
94%	7.90%
95%	9.50%
96%	11.10%
97%	12.70%
98%	14.30%
99%	15.90%
100%	17.50%
101%	19.10%
102%	20.70%
103%	22.30%
104%	23.90%
105%	25.50%
106%	27.10%
107%	28.70%
108%	30.30%
109%	31.90%
110%	33.50%
111%	35.10%
112%	36.70%
113%	38.30%
114%	39.90%
115%	41.50%
116%	43.10%
117%	44.70%
118%	46.30%
119%	47.90%
120%	49.50%
121%	51.10%
122%	52.70%
123%	54.30%
124%	55.90%
125%	57.50%
126%	59.10%
127%	60.70%
128%	62.30%
129%	63.90%
130%	65.50%
131%	67.10%
132%	68.70%
133%	70.30%
134%	71.90%
135%	73.50%
136%	75.10%
137%	76.70%

Part II - Group NSF Manager

# of Future Year Targets Achvd	% of Base Earnings
0	0%
1	1%
2	2%
3	3%
4	4%
5	5%

CONFIDENTIAL

34107

NSF Group and Individual Travel
PRIDE Payout Scales

138%	26.50%	138%	78.30%
139%	27.00%	139%	79.90%
140%	27.50%	140%	81.50%
141%	28.00%	141%	83.10%
142%	28.50%	142%	84.70%
143%	29.00%	143%	86.30%
144%	29.50%	144%	87.90%
145%	30.00%	145%	89.50%
146%	30.50%	146%	91.10%
147%	31.00%	147%	92.70%
148%	31.50%	148%	94.30%
149%	32.00%	149%	95.90%
150%	32.50%	150%	97.50%
151%	33.00%	151%	99.10%
152%	33.50%	152%	100.70%
153%	34.00%	153%	102.30%
154%	34.50%	154%	103.90%
155%	35.00%	155%	105.50%
156%	35.50%	156%	107.10%
157%	36.00%	157%	108.70%
158%	36.50%	158%	110.30%
159%	37.00%	159%	111.90%
160%	37.50%	160%	113.50%
161%	38.00%	161%	115.10%
162%	38.50%	162%	116.70%
163%	39.00%	163%	118.30%
164%	39.50%	164%	119.90%
165%	40.00%	165%	121.50%
166%	40.50%	166%	123.10%
167%	41.00%	167%	124.70%
168%	41.50%	168%	126.30%
169%	42.00%	169%	127.90%
170%	42.50%	170%	129.50%
171%	43.00%	171%	131.10%
172%	43.50%	172%	132.70%
173%	44.00%	173%	134.30%
174%	44.50%	174%	135.90%
175%	45.00%	175%	137.50%
176%	45.50%	176%	139.10%
177%	46.00%	177%	140.70%
178%	46.50%	178%	142.30%
179%	47.00%	179%	143.90%
180%	47.50%	180%	145.50%
181%	48.00%	181%	147.10%
182%	48.50%	182%	148.70%
183%	49.00%	183%	150.30%
184%	49.50%	184%	151.90%
185%	50.00%	185%	153.50%
186%	50.50%	186%	155.10%
187%	51.00%	187%	156.70%
188%	51.50%	188%	158.30%
189%	52.00%	189%	159.90%

CONFIDENTIAL

34108

NSF Group
PRIDE Payout Scales

Part I - NSF Group

% Achievement to Total Quota	% of Base Salary
Below 90%	0.00%
90%	1.50%
91%	2.10%
92%	2.70%
93%	3.30%
94%	3.90%
95%	4.50%
96%	5.10%
97%	5.70%
98%	6.30%
99%	6.90%
100%	7.50%
101%	8.00%
102%	8.50%
103%	9.00%
104%	9.50%
105%	10.00%
106%	10.50%
107%	11.00%
108%	11.50%
109%	12.00%
110%	12.50%
111%	13.00%
112%	13.50%
113%	14.00%
114%	14.50%
115%	15.00%
116%	15.50%
117%	16.00%
118%	16.50%
119%	17.00%
120%	17.50%
121%	18.00%
122%	18.50%
123%	19.00%
124%	19.50%
125%	20.00%
126%	20.50%
127%	21.00%
128%	21.50%
129%	22.00%
130%	22.50%
131%	23.00%
132%	23.50%

CONFIDENTIAL

34109

7/10/02

NSF Group
PRIDE Payout Scales

Part I - NSF Group

% Achievement to Total Quota	% of Base Salary
133%	24.00%
134%	24.50%
135%	25.00%
136%	25.50%
137%	26.00%
138%	26.50%
139%	27.00%
140%	27.50%
141%	28.00%
142%	28.50%
143%	29.00%
144%	29.50%
145%	30.00%
146%	30.50%
147%	31.00%
148%	31.50%
149%	32.00%
150%	32.50%
151%	33.00%
152%	33.50%
153%	34.00%
154%	34.50%
155%	35.00%
156%	35.50%
157%	36.00%
158%	36.50%
159%	37.00%
160%	37.50%
161%	38.00%
162%	38.50%
163%	39.00%
164%	39.50%
165%	40.00% ✓
166%	40.50%
167%	41.00%
168%	41.50%
169%	42.00%
170%	42.50%
171%	43.00%
172%	43.50%
173%	44.00%
174%	44.50%
175%	45.00%
176%	45.50%

CONFIDENTIAL

34110

NSF Group
PRIDE Payout Scales

Part I - NSF Group

% Achievement to Total Quota	% of Base Salary
177%	46.00%
178%	46.50%
179%	47.00%
180%	47.50%
181%	48.00%
182%	48.50%
183%	49.00%
184%	49.50%
185%	50.00%
186%	50.50%
187%	51.00%
188%	51.50%
189%	52.00%
190%	52.50%
191%	53.00%
192%	53.50%
193%	54.00%
194%	54.50%
195%	55.00%
196%	55.50%
197%	56.00%
198%	56.50%
199%	57.00%
200%	57.50%
201%	58.00%
202%	58.50%
203%	59.00%
204%	59.50%
205%	60.00%
206%	60.50%
207%	61.00%
208%	61.50%
209%	62.00%
210%	62.50%
211%	63.00%
212%	63.50%
213%	64.00%
214%	64.50%
215%	65.00%
216%	65.50%
217%	66.00%
218%	66.50%
219%	67.00%
220%	67.50%

CONFIDENTIAL

34111

NSF Group and Individual Travel
PRIDE Payout Scales

Part I

% Achievement to Total Quota	% of Base Salary
Below 90%	0.00%
90%	1.50%
91%	2.10%
92%	2.70%
93%	3.30%
94%	3.90%
95%	4.50%
96%	5.10%
97%	5.70%
98%	6.30%
99%	6.90%
100%	7.50%
101%	8.00%
102%	8.50%
103%	9.00%
104%	9.50%
105%	10.00%
106%	10.50%
107%	11.00%
108%	11.50%
109%	12.00%
110%	12.50%
111%	13.00%
112%	13.50%
113%	14.00%
114%	14.50%
115%	15.00%
116%	15.50%
117%	16.00%
118%	16.50%
119%	17.00%
120%	17.50%
121%	18.00%
122%	18.50%
123%	19.00%
124%	19.50%
125%	20.00%
126%	20.50%
127%	21.00%
128%	21.50%
129%	22.00%
130%	22.50%
131%	23.00%
132%	23.50%
133%	24.00%
134%	24.50%
135%	25.00%
136%	25.50%
137%	26.00%

CONFIDENTIAL

34112

7/8/02

NSF Group and Individual Travel
PRIDE Payout Scales

138%	26.50%
139%	27.00%
140%	27.50%
141%	28.00%
142%	28.50%
143%	29.00%
144%	29.50%
145%	30.00%
146%	30.50%
147%	31.00%
148%	31.50%
149%	32.00%
150%	32.50%
151%	33.00%
152%	33.50%
153%	34.00%
154%	34.50%
155%	35.00%
156%	35.50%
157%	36.00%
158%	36.50%
159%	37.00%
160%	37.50%
161%	38.00%
162%	38.50%
163%	39.00%
164%	39.50%
165%	40.00%
166%	40.50%
167%	41.00%
168%	41.50%
169%	42.00%
170%	42.50%
171%	43.00%
172%	43.50%
173%	44.00%
174%	44.50%
175%	45.00%
176%	45.50%
177%	46.00%
178%	46.50%
179%	47.00%
180%	47.50%
181%	48.00%
182%	48.50%
183%	49.00%
184%	49.50%
185%	50.00%
186%	50.50%
187%	51.00%
188%	51.50%
189%	52.00%

CONFIDENTIAL

34113